### To Manufacturers

We offer the services of a unique distributing organ-ization, including selling offices in South America and connections in most parts of the Colonial world. Our export experience extends over a period of 28 years. We attend to all matters pertaining to ex-port: shipping, freight, in-surance, banking, etc.

Further information on

## W. Tyrie Stevens

BUSINESS OPPORTUNITIES.

### COMMERCIAL INFORMATION

HAVANA, CUBA AND THE U. S. A. INFORMATION AGENCY

General Offices, Obrapia No. 98, Dept. 21, Havana, Cuba.

We are in a position to furnish to whole-pale houses and manufacturers in the United States full information regarding the standing and financial position of any firms and businesses in all lines in this republic. Fee for each information, \$1.84. Manager and Director: Alberto Sosa y Jurado.

WEST INDIES TRADE. American business man, twenty years' experience and study West Indian and adjacent South American export field, established in business, will visit New York early in June. Has for consideration of large export corporation genuinely interested a proposition worthy of investigation. W. I., box 127 Sun

## BRAZIL, South America

william Abbott Witman, Sr., 200 Berks Trust Building, READING, PENNSYLVANIA, N. S. A.

## **CUBAN FOOD TRADE** TAKEN FROM SPAIN

War Greatly Increases Imports of Dairy Products From United States.

The extent to which Cuba depends on the United States for foodstuffs and even for forage is little appreciated. Cuba is commonly thought of as a market for American manufactured products than for agricultural and dairy prod-

Before the war a great part of the through Barcelona, and Spanish and French brands of food products were preeminent in the markets of the island. Before America entered the war in 1915 Spain shipped to Cuba 372,000 pounds of butter against an importation of 297,000 from the United States. The year 1917 showed an immediate improvement with 383,000 pounds from the Spain shipped to Cuba 372,000 from the United States against 319,000 from Bpain. In the following year the main supplies of butter from Denmark were exchange of courtey and and model and the shadow of the despotic sway of Francia, who not only closed his country to the outside world, permitting no one to leave it or enter it, but made his own sweet and and villed it without the aid of cabinet or ministry.

Bolivia, having failen from its high rank as one of the greatest gold and sulver producing countries in the world, having poured billions of dollars of those precious metals into the lap of spanish and Latin Americans who are ill may receive care the despotic sway of Francia, who not only closed his country to the outside world, permitting no one to leave it or enter it, but made his own sweet and and villed it without the aid of cabinet or ministry.

Bolivia, having failen from its high rank as one of the greatest gold and silver producing countries in the world, having poured billions of dollars of the following year the main supplies of butter from Denmark were care the despotic sway of Francia, who not only closed his country to the outside world, permitting no one to leave it or enter the despotic sway of Francia, who not only closed his country to the outside world, permitting no one to leave it or enter it, but made his own sweet and will not need be sent to charitable mountaineers.

The Chilean Navigation Company, will the law of the land, and ruled it without the aid of cabinet or ministry.

Bolivia, having failen from its high rank a one of the greatest gold and silver producing countries in the world, having poured bil oceries imported were purchased

demands of home consumption. ings liberal toward our allied neighbors and an enormous movement of foodstuffs to Cuba quickly resulted. As Cuba was prosperous and able to bid high in the market price was no obstacle to this trade.

conclusion was that Cuba has become familiar with American brands of canned and package goods as well as with the quality of our dairy prod-

To give an idea of the importance of foodstuffs and forage from the United States the following list is presented as representing the articles arriving in Havana on a sinday in the present month from ida. New Orleans and Baltimore only: Rice, 1,148 sacks; beans, 2,402 sacks; cats, 600 sacks; grain, 1,000 sacks; malze, 9,972 sacks; eggs, 2,328 cases; herrings, 500 cases; macaroni. cases; herrings, 500 cases; macaroni, 94 cases; tomatoes, 200 cases; canned vegetables, 50 cases; canned peas, 50 cases; lard, 348 tierces; shrimps, 24 Plarces; fish, 573 cases; potatoes, 7,738 barrels; onions, 9,177 crates; pork, 27,—218 kilos; butter, 100 cartons; hay, 675 bales.

## PARCELS POST TO CHILE.

19 Cents a Pound Rate Is Es-

ages will be accepted for dispatch to Chile at the postage rate of 15 cents a pound, and with a weight limit of eleven pounds, under the restrictions imposed pounds, under the restrictions imposed in section 180, on page 153, of the An-nual Postal Guide for 1918 and the spe-cial prohibition set forth in the item "Chile," on page 133 of the Annual Pos-

# MADE BY CHILEANS ON LATIN AMERICA

High Is Common Journey for Fliers.

One Young Army Officer Scores Round Trip, Santiago-Mendoza.

By ERNESTO MONTENEGRO,

U. S. Correspondent for El Mercurio of Chile. The daring enterprise of the American military aviators now engaged in crossing the Atlantic is a matter for just pride, not only for this race and nation but for every civilized man who rejoices in seeing that together with the growing knowledge of mankind the virtues of disinterestedness and courage are still strong as even. At the same time other human creatures are fighting the elements in other corners of the globe, striving to defeat the heretofore impossible over the mean and over the moun-

the best prepared of themul, the Argent the Section of the Se

Andes, since the valleys of their country are but green nests cut into the sierras.

They have grown up in the shadow of the mountains. Paraguay was not much be mountains.

practically cut off, and although statistics are not as yet available, it is understood that a still larger part was imported from this country.

Although we are not reputed to be extensive manufacturers of cheese, we nevertheless lead in the exportation of cheese to Cuba. In 1916 1,700,000 pounds and 1,600,000 pounds in 1917 went from the United States Meanwhile all other countries together supplied 970,000 pounds in 1916 and only 270,000 in 1917.

The Banco Mercantil Americano de Cuba, the Havana affliation of the Mercantile Bank of the Americas, has been instrumental in compiling data on this subject, some of which is in the hands of Walter M. Van Deusen, assistant manager of the latter mentioned institution.

"During the war," said Mr. Van Deusen, assistant manager of the latter mentioned institution.

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"During the war," said Mr. Van plane, the slightest weakening of the susen, "Cuban buyers were forced into man's self-control, would have meant death. An unmarked grave lay concealed in one of those sombre depths of the formidable panorama. And nothing that Lieut. Cortines saw there and nothing that he could imagine influenced his res-olution of making the same perilous trip back to his country some days after. Such men are trained by the Aviation Military School of Chile, recently founded by Gen. Pinto-Concha, who is now in the States en route to the Orient.

### TRADE OPPORTUNITIES.

Reserved addresses may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases. Symbols: Reported by American consular officers; Reported by American consular officers; Reported by the Bureau. Machinery 194081.—A firm wishing to establish a factory in Panama for the production of carbonic-acid gas desires to communicate with manufacturers of machinery used in such a factory. References.

Bags 193311.—Representation is desired by a man in Gustemala for the sale of dry goods, hardware, jute bags, medicines, groceries, etc. Correspondence should be in

PARCEIS POST TO CHILE.

2 Cents a Pound Rate Is Entablished.

Commencing at once, parcel post packges will be accepted for dispatch to fall at the postage rate of 12 cents a cound, and with a weight limit of eleven sounds, under the restrictions imposed a section 180, on page 153, of the Annual Postal Guide for 1918 and the special prohibition set forth in the item "Chile," on page 183 of the Annual Postal Guide for 1917.

Parcel post mails will be prepared and lespatched from New York, New Orleans and San Francisco, which we is the

despatched from New York, New Orleans ery, colors, dyes, chemicals, high-grade and flan Francisco, which er is the Carrespositions route. But the Carrespositions may be in Registra. But

# NEW AERIAL RECORD LIGHT TO BE THROWN SALTPETRE GOES UP

Crossing Andes 18,000 Feet The Conference Next Week Lifting of Ban on Nitrate by Will Get Views From Many Sources.

PERILS FAIL TO DAUNT TO DISSIPATE HAZY IDEAS SHIPS TO BE SENT HERE

in Pan-American Union Will Speak.

Specially written for the Latin American Section of THE SUN.

While the Pan-American Commercial from talk. It is the purpose of the conference to bring together persons inter-

in seeing that together with the growing in seeing that together with the growing in seeing that together with the growing interestedness and courage are still strong as even. At the same time other human creatures are fighting the eliments in other corriers of the global proposition over the same and over the mountable over the same of the Cordille of the Andes without carrying even a compass and hardly secoush fuel of the two hours or direct flight over a mass of rocks 109 miles broad. Lieut Armando Cortines of the Chilean Aviation Shool is the hear of this double crossing of the Andes, which was already carried out for the first time over the same point by one of his colleance, and the most of the same point by one of his colleance, and the most in mountain the same and the same

steam engine puffs along. Great herds of cattle graze where only the silent Indian roamed. Countless flocks of sheep feed and fatten where there were only desert wastes, and ripening wheat may be seen as far as the eye can reach. Patagonia of our school days. was a no man's land, is trakked by the settler's caravan. Buenos Ayres, the capital of despotism and sanguinary strife, is a metropolic, a prodigy of stately buildings and lavish wealth.

## Paraguay a Rich Country.

Uruguay, which was a dependency of Artigas human life was not worth a song, is now an independent country, rich in cattle and corn. Far away Para-guay, where oranges bloom and fragrant guay, where oranges bloom and fragrant to gain the office to which he aspired is but a memory of romance and story.

And poor Bolivia, shoved way up in her bleak, barren, snowy alltiudes, whence much wealth poured into the lap of Spain, is waking up. The iron horse is slowly seeking its way through her mountain passes, and her sparsely populated forest lands to the north and east are being explored and settled. Capital are being explored and settled. Capital

IN PRICE IN CHILE

U. S. Causes Reaction in the Market.

Representatives of Countries Chilean Navigation Co. Will Invest War Profits in Big New Vessels.

Special Cable Despatch to THE STH.
SANTIAGO, Chile., May 25.—With the innouncement that the Government of Conference, which is to convene in Wash- the United States will permit the imington next week under auspices of the portation of nitrate, beginning July 1, a Pan-American Union, may take no defi- noticeable reaction has taken place in nite action, much good oftentimes results the market value of saltpetre. The producers hope that the United States will use large quantities of Chilean salt-petre. The Association Salitrara will do

Monroe Doctrine, as Roosevelt sustained it on his trip to those countries. The attack by the Brazilian press can be nothing but the expression of opinion of individuals, as is often seen in the press of Latin America, due in a large part to the United States itself, which does not do what is necessary to know the countries better.

given \$5,000 toward the fund for a hos-pital for Spanish speaking people in New York, where Spanish and Latin

formed its fleet will be turned, it is said, into modern vessels, which will go to New York. Its vessels went formerly only to San Francisco

Indian's shirt serving as a sail for his cance. Between we have evenly balcance. Between we have evenly bal-anced peoples whose progress is based

has sailed into the realms of dreamland to become wrecked upon a lee shore. Her people, the descendants of Spaniards who had to fight for every rod of land they possessed, are cold, practical, war-like, and yet with one exception they never have indulged in revolutions or internal strife. That one exception was of short duration and it cost 10,000

Revolutions in many instances were ability, initiative, bold and courageous, and many times men educated in advance of their times, without occupation and untrained for either industrial or agricultural pursuits, saw no opportunities for advancement except through political office. Consequently revolution and internal strife became a sort of pro-

It was the problem of those in power

Portuguese cutthroats and pirates, with-cut a name, where under the fierce the professional man, without an occupation, without an edaquate income perhaps, studied, conspired and fought when the opportunity presented itself

choice of being shot or following him to victory, is finding it more profitable and are being explored and settled. Capital is being sought for the exploitation of her mineral wealth and the day is not far distant when she may be counted among the rich again.

One of the great mistakes our people make is the belief that all these countries are pretty much the same. Such is not the case. One differs from the others as much as Germany differs from France, Holland from England, or Italy from Austria. They differ in physical features, in climate, in racial characteristics, temperament, and in some in-

features, in climate, in racial characterlatics, temperament, and in some instances in language. The peoples differ, some of them as greatly as the
craggy heights and bleak table lands
of the one differ from the smiling
verdure of green valleys and silently
flowing streams of the other.

gether representatives of and specialists
in Latin American affairs, commercial
men and manufacturers, to develop fully
much valuable information. While there
are those who naturally sneer at the idea
of the conference being of practical benefit, there is no question but that the
interchange of ideas and information On the one hand we have a conservatism as hard and fast as the Andean rocks, while on the other hand we
have a progressivenes as filmsy as the
will lead to practical results.

CHILE

## Its Educational System

CHILE'S educational system, largely a function of the nation, is organized on the most modern lines and is carefully supervised. More than 5,000 schools are maintained, or about one for every 1,000 inhabitants.

MORE than three thousand students are enrolled at the two universities in Santiago, the capital, and thoroughly modern courses are given in engineering, law, architecture, chemistry, medicine, and the fine arts. For primary education there are three thousand five hundred schools with 250 secondary schools for higher educational endeavor, and the Government is investing at present three million dollars in new school buildings.

S PECIAL institutions are maintained by the Government, twenty-five of which specialize in commercial education. Professional, techni-

cal and agricultural schools are maintained. Institutes are conducted for instruction in physical improvement, manual training, decorative arts, for the deaf and blind and for reformatory purposes. There are special colleges for the army and navy and all studies pertaining thereto. Private instruction is fostered. Every encouragement is given the intellectual and physical progress of the people of

OLD in years and traditions, Chile is new in spirit—a spirit which is finding its effect in the advancement and development of its commercial and industrial resources, and is destined to take an important place in the world's economic structure. In building Chile's industries there is much to interest American capital and constructive genius, both of which will find warm welcome in the southern republic.

## High Record for Exports

April export figures, just announced, show a total of \$715,000,000, surpassing the high record of January by nearly \$100,000,000. Exports for ten months of the present fiscal year, ending June 30th, are valued at \$5,705,000,000, and imports at \$2,474,000,000, indicating another record for the year.

The Citizens National Bank offers merchants and manufacturers the services of a completely equipped foreign department for the transaction of business abroad.

CITIZENS NATIONAL BANK

Established 1851

## BETTER UNDERSTANDING WILL AID U.S. TRADE

'Mental Hospitality" an Important Factor in Developing Closer Relations—A Highly Cultivated People Well Worth Knowing.

By CLAYTON S, COOPER. The phrase "mental hospitality" has divergent contrasts from the United States in racial and colonisation mateen attributed to Confucius, the Chinese cessful existence among the Latin Americans. It is an essential requirement for understanding the Latin Americans.

The phrase signifies a willing desire to

know. It involves sympathetic imagina-tion. It represents the opposite of pre-conceived prejudice. It opens the door

It is hospitality of the mind and spirit that is most needed to-day between the two Americas. I know that we are told that commerce is the life blood of the nation, but the heart of a nation is more vital even than its blood, and we in the spiritual even than its blood, and we in the life blood of the nation is more vital even than its blood, and we in the life brightness and families, but intermediate with the Indians and later intermediate with the Indians and later intermediate. United States do not know the heart of the Latin people. Their inner intent, their motives and their customs growing and internal strike became a sure run by po-feasion. Governments were run by po-littical cliques; in some instances by the heads of a few families.

The Poer.

The poer internal strike became a sure run by po-littical cliques; in some instances by the heads of a few families.

The poer internal strike became a sure run by po-littical cliques; in some instances by the history, their ideals and admirations shaped by climate and environments di-shaped by climate and environments diverse from our own, are still a sealed book to most of us here in these United

We are gradually getting closer to South Americans in trade, but trade re-lations with a people do not necessarily imply personal acquaintance any more than courteous deference implies mutual

### Brasil Worth Cultivating.

I plead with those who are interested in our relations with Brazil, in many senses the greatest and most important of all the Republics lying to the south of all the Republics lying to the south of us, that we endeavor to get acquainted with her in the realm of her deepest springs of life; that we bring to the subject of our study a mental reciprocity, and that we set ourselves to that hardest of tasks, individual or national, the attempt to fathom something of the soul of these people without which knowledge and understanding, trade and political contacts will register only our superficial of polished gentlemanhood with which

first settlers and rulers for the early

world is one in which there are sharp

public" began from the very start with men and their families coming from the Old World with deep personal and religious convictions, somewhat schooled already in the science of self-govern-ment, Brazil was ruled rather than col-It cared far more for navigation, adventure to clear an honest understanding. It cared far more for navigation, adventure makes for what President Butler of and the spoils of autocratic office than Columbia University has called "the incountry.

intermarried with the Indians and later

America one must realize that the peo-ple are engaged in a herculean strug-gle to free themselves from inherited conditions, many of which were bad. Brazil is striving just now to convert a population into practical business men, whose members are by nature and training fine orators, cultured debaters, the-orists and idealists, receiving an inheritance from their progenitors that aris-tocracy does not spell "work," especially

contacts will register only our superficial of polished gentlemanhood with which we are acquainted in any part of the world than the Brazilian as he exists to-

## Foreign Credits

Many considerations govern the successful entry of American busi ness in toreign trade. Chiet of these have to do with finance and credits. Through our twenty-two offices in South America we are in a position to furnish trade and credit information on foreign markets and act for you in any capacity where a bank specializing in foreign business can be of service.

Our Service in Europe

England, France and Spain are completely covered by seven of our own offices. Correspondents are located in all other parts of the world. Thus we are enabled to offer the broadest kind of toreign banking service. Our facilities are at your disposal through the medium of your own bank, if you so desire.

Write for Booklet "Collection Tariff."

## Anglo South American Bank, Ltd.

New York Agency, 49 Broadway

Head Office London

Capital and Reserves Over \$32,000,000

to be efficient. Results, of course, are professors, and the great amount of valued as they are everywhere, but the magazine and other literature used is manner in which they are achieved is clubs, and conferences and illustrated also considered. Brazillans are not only

### America Held in High Esteem.

If the spirit and the method of attainng their goal receives marked attention, t may account for the fact that certain roals do not obtain such specialized and oncentrated attention as in the North.

It would seem that some one, or some-hing, should have intervened long beore all these centuries had rolled their renerations by, to bring Brazil and the United States into a closer copartnership of spirit and activity than now exists.

Of all the Latin American nations, I loubt if any holds the United States in Algher esteem than do the Brazilians. while in turn one rarely hears anything but good and favorable comment in our country concerning the people who have placed the Monroe Palace on the most queenly site of their beautiful capital, Rio de Janeiro.

These early Portuguese, unlike the Virginians and New Englandera, did not as a rule bring wives and families, but intermarried with the Indians and later with the negroes, forming a mestizo and trace with the negroes, forming a mestizo and fixed or uniform type, but is tending toward a new Brazilian strain.

To understand and appreciate Latin America one must realize that the people are engaged in a herculean strugge, and she is beginning to turn more readand she is beginning to turn more readunderstand and appreciate Latin America one must realize that the people are engaged in a herculean strugge.

union between Brazil and the United realization that nations' souls Those who are even now pioneering
Latin American trade are amased frequently at the far sighted care with which nations of the Old World have which nations of the Old World have these two Americas there is some the control of the old the control of the co tacracy does not spell "work," especially tocracy does not spell "work," especially commercialism. The things that these intelligent people are doing with their big country, despite such handicaps of beginning to see that in this great industrial game they are to compete with dustrial game they are to compete with

Differences Due to Ignorance.

It would seem that the majority of differences which have occurred in the past between North and South America and temporary success.

There is, first of all, the need of clear historical perspective. It is apparent that we are inclined to seek in all the Latin American countries for the same life, who are not first of all interested conditions existing in our Northern in successing the same life, who are not first of all interested united States—Latin American history conditions existing in our Northern in saling something visit these people. Latin American countries for the same conditions existing in our Northern in selling something, visit these people and language courses in the schools: and we forget that the streams of beginnings of our respective countries arose from most diverse sources. Brazil was more fortunate than some of her South American neighbors, both in the South American neighbors, both in the schools: It is a good thing to remember when south American neighbors, both in the schools of students to study in American and sociality trained men to take the arose from most diverse sources. Brazil relationships.

The is a good thing to remember when South American neighbors, both in the character and also in the aims of her crystal civilization, where men always and socially trained men to take the first settlers and rulers for the early centuries of her existence. Generally this land beneath the Southern Cross it by untrained and often crudely uncoruspeaking, howeven, the Latin Americania quite as important to be agreeable as pulous commercial agents; exchange of

clubs and conferences and illustrated lectures about the people who are ouneighbors and still strangers to us-

this fine propaganda is certain to yield fruitage and cast new light upon rela-If there could be a series of small and inexpensive books in Portuguese sand Spanish for the Brazilians and dwellers in the other republics telling clearly and frankly something of our American his-tory and present day ideals, with a

similar series in English about South Americans to be sown broadcast ov our northern continent and used in o new training schools for young prospe tive business men going southward or commerce bent, it would be an aid to a better mental picture and a more exact understanding on the part of both sec wise, there must be inculcated a rela tionship based not simply upon political or financial expediency, if the associa-tions are to persist and grow into warm

and she is beginning to turn more readily than in the past to North America for her supplies. There are many fundamental reasons for a close and friendly are atmospheric in their workings, for are atmospheric in their workings, the

In the understanding and the success intangibly subtle and powerfully pole something that cannot be through commercial reports or in commission houses. of mutually satisfactory contact between man and man, because they understal It is the testimony of those who have it is the world, the Englishman, and with each other in an understanding of feel known the Brazilians best that if a one of the most calculating and adapting and adapting proportion of our countrymen able of business men, the German the heart as well as the head that menufacturer.

#### Coming Holidays in Latin America

nition of mental hospitality.

THE following are holidays for Latin America: Thursday May 29, Argentina, Brazil "hile, Colombia, Dominican Repul Ecuador, French Guina, Guatemas Hayti, Honduras, Mexico, Nicaragua Panama, Feru, Uruguay and Vene-zuela; Friday May 30, Porto Rico; Sunday, June 1, Brazil. These are mentioned as a reminder to those who transact business by cable.